

Message Text

UNCLASSIFIED

PAGE 01 DAMASC 06381 211616Z

62

ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 /030 W
----- 121034

R 211548Z SEP 76
FM AMEMBASSY DAMASCUS
TO SECSTATE WASHDC 9679
INFO AMEMBASSY AMMAN
USDOC WASHDC
AMEMBASSY ATHENS

UNCLAS DAMASCUS 6381

ATHENS FOR RTDO

E.O. 11652: N/A

TAGS: EINV, SY

SUBJECT: SECOND AMERICAN FIRM ESTABLISHES REGIONAL OFFICE
IN DAMASCUS

1. ALLIS CHALMERS/FIAT-ALLIS NOW JOINS NCR AS THE ONLY AMERICAN FIRMS WITH OFFICES IN DAMASCUS. IN AN AGREEMENT WITH ITS SYRIAN DEALER, SYRIAN DEVELOPMENT COMPANY FOR EARTHMOVING MACHINERY, LTD., ALLIS CHALMERS AND FIAT ALLIS ARE ESTABLISHING A \$1 MILLION SERVICE AND SPARE PARTS WAREHOUSING FACILITY ON THE MAIN DAMASCUS/HOMS HIGHWAY. THE RESIDENT ALLIS REPRESENTATIVE WILL HAVE RESPONSIBILITY FOR SYRIA, JORDAN, IRAQ, AND LEBANON. THE FIRM, ACCORDING TO MR. LAWRENCE LARKIN, ALLIS CHALMERS MANAGER FOR GOVERNMENT AFFAIRS, HAS LARGE SALES AND SERVICES AGREEMENTS UNDERWAY OR PROJECTED FOR A NUMBER OF SYRIAN PROJECTS, MOST PARTICULARLY THE EUPHRATES DAM. LARKIN EXPLAINED THAT ALLIS CHALMERS IS RESTRICTING ITSELF TO PRODUCTION OF AGRICULTURAL MACHINERY. FIAT ALLIS IS A SUBSIDIARY THAT SPECIALIZES IN EARTHMOVING AND CONSTRUCTION MACHINERY.
MURPHY

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: BUSINESS FIRMS, ESTABLISHMENT OF OFFICES
Control Number: n/a
Copy: SINGLE
Draft Date: 21 SEP 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976DAMASC06381
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760356-1090
From: DAMASCUS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760938/aaaabgmx.tel
Line Count: 51
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 1
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 25 FEB 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <25 FEB 2004 by MaustMC>; APPROVED <07 JAN 2005 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SECOND AMERICAN FIRM ESTABLISHES REGIONAL OFFICE IN DAMASCUS
TAGS: EINV, SY
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006